**UCCnet**<sup>SM</sup>
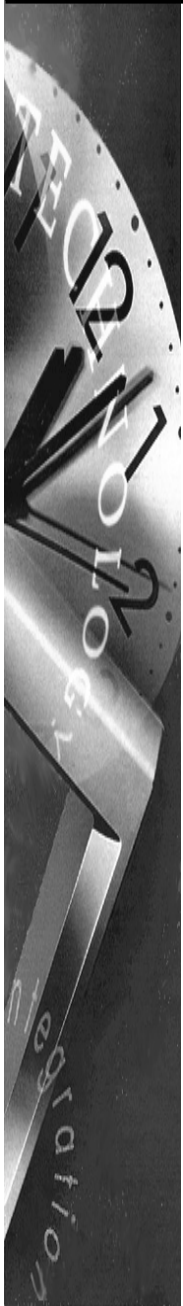
- **What it is**

- **What we are doing**

- **What the benefits and relationships are**

- **What kind of involvement we have**

- **What the next steps are**

- **Pricing**

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# UCCnet℠ A Universal Foundation for Electronic Commerce

**What is UCCnet…**

- A wholly owned, not-for-profit subsidiary of the Uniform Code Council, Inc. (UCC).
- A virtual alliance of companies in 23 industries engaged in electronic exchange of information and services.
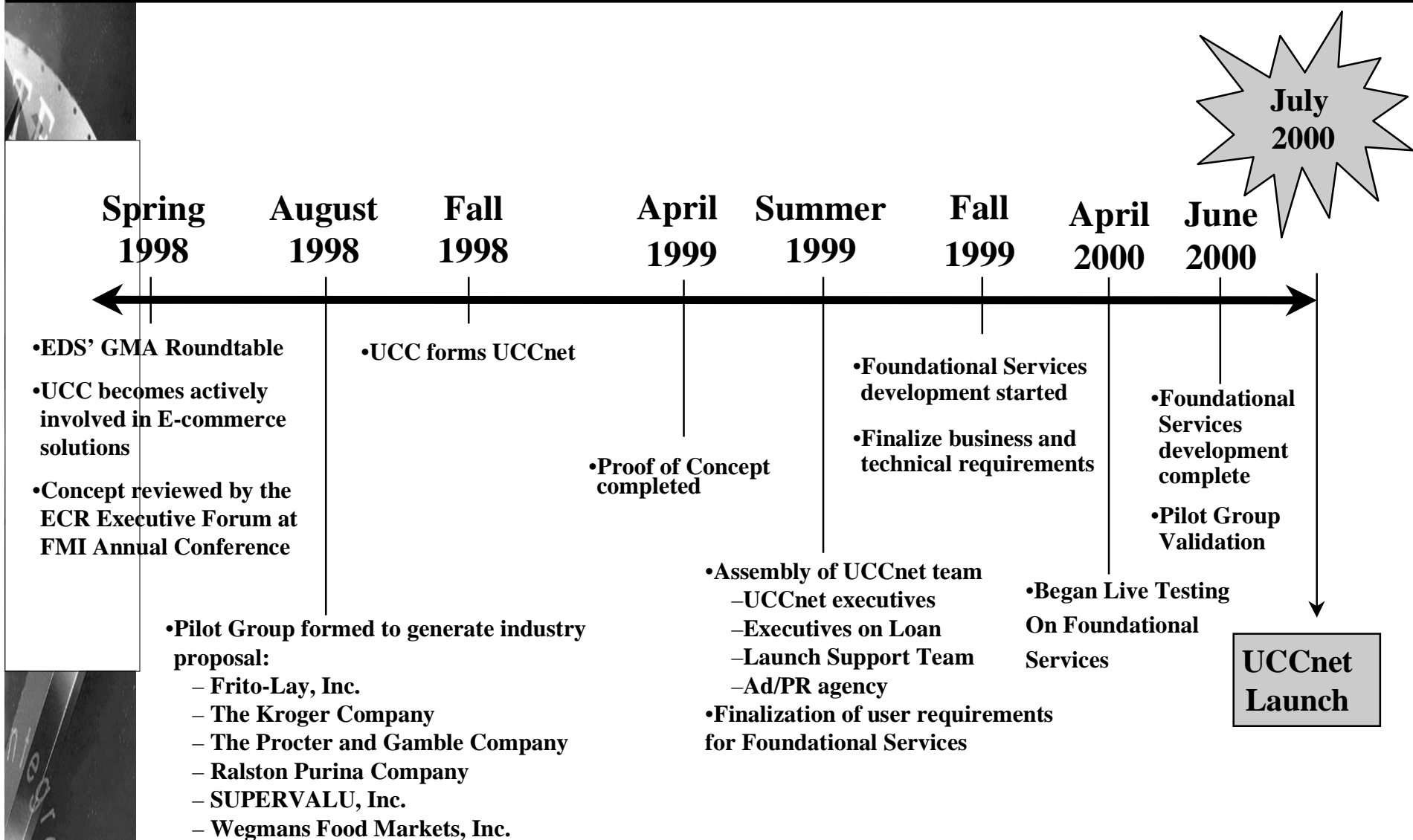- Industry-leading companies transforming their industry by establishing common standards and practices.

**How is UCCnet Being Developed…**

- Open, free enterprise development of industry practices and specifications managed by the user companies.
- Companies provide an executive and implementers for business and technical requirement development.
- Focus is on UCC member companies in all competing geographies, beginning in the U.S.
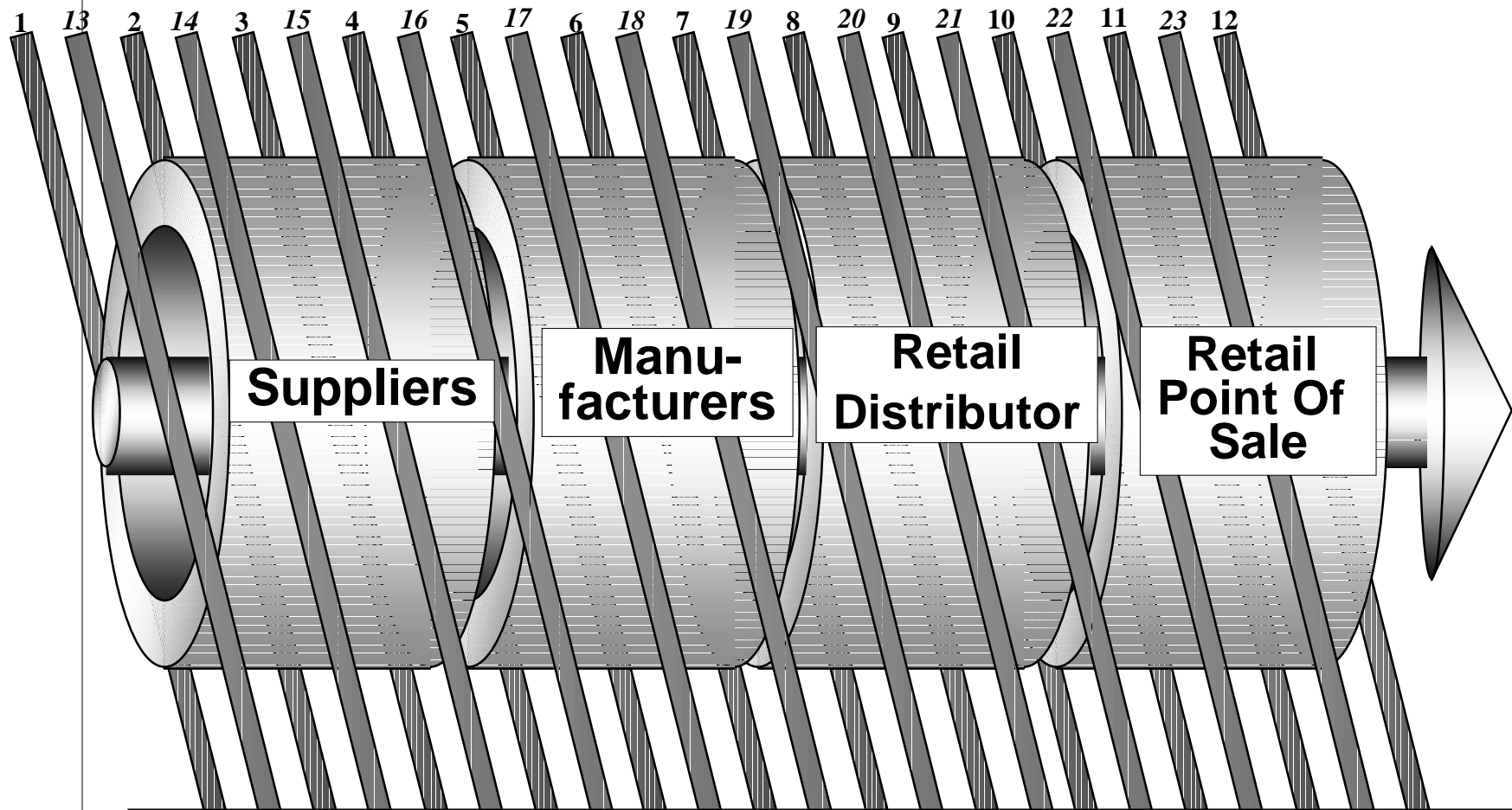
**Who is Participating In UCCnet Development…**

- **Over 95 Companies**
- **60 Manufacturers**
- **29 Retailers/Distributors**
- **6 Trade Associations**
- **Hardware/Software/Consulting Solution Providers**

# Background: Timeline

**July 2000**

| Spring 1998 | August 1998 | Fall 1998 | April 1999 | Summer 1999 | Fall 1999 | April 2000 | June 2000 |

• EDS' GMA Roundtable

• UCC becomes actively involved in E-commerce solutions

• Concept reviewed by the ECR Executive Forum at FMI Annual Conference

• UCC forms UCCnet

• Proof of Concept completed

• Foundational Services development started

• Finalize business and technical requirements

• Foundational Services development complete

• Pilot Group Validation

• Pilot Group formed to generate industry proposal:
  – Frito-Lay, Inc.
  – The Kroger Company
  – The Procter and Gamble Company
  – Ralston Purina Company
  – SUPERVALU, Inc.
  – Wegmans Food Markets, Inc.

• Assembly of UCCnet team
  – UCCnet executives
  – Executives on Loan
  – Launch Support Team
  – Ad/PR agency
• Finalization of user requirements for Foundational Services

• Began Live Testing On Foundational Services

**UCCnet Launch**

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4

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1 13 2 14 3 15 4 16 5 17 6 18 7 19 8 20 9 21 10 22 11 23 12

**Suppliers**

**Manu-facturers**

**Retail Distributor**

**Retail Point Of Sale**

# UCCnet
## The Universal Foundation For Electronic Commerce

# Development Pyramid

UCCnet[SM]

An "evolutionary" approach

| Consumer Marketing | | |
|---|---|---|
| Auction systems | | |
| Advanced Logistics | | |

| CPFR[®] | Avail-able to Order | Scan Based Trading |
|---|---|---|

| Pricing & Allowances | Product Imaging | Product Movement POS | P.O. To Delivery Information |
|---|---|---|---|

**Product Life Cycle: UCCnet Foundational Services**

| New Item Introduction | Item Maintenance | Authorization De-Authorization | Delisting | Item Search | Complete 7/00 |
|---|---|---|---|---|---|

**TECHNICAL INFRASTRUCTURE**

# will Improve Business *Practices* Across Existing Business *Processes*...

| Business Processes | | | | | | |
|---|---|---|---|---|---|---|
| **Business Practices** | **Table Loading** | **Order Generation** | **Order Processing** | **Product Shipping** | **Product Receiving** | **Billing & Payment** |
| **Item Life Cycle (Foundational Services)** | √ | √ | √ | √ | √ | √ |
| **Price Communication** | √ | √ | √ | | | √ |
| **Product Imaging** | √ | √ | √ | | | |
| **Shipment Status (ASN)** | | √ | √ | √ | √ | |
| **Product Movement POS** | | √ | √ | √ | √ | √ |
| **Promotion Management** | √ | √ | √ | √ | √ | √ |

# 1. Industry compliant, synchronized data

# 2. Industry defined application requirements

# 3. A universal electronic commerce platform

# 4. A trading community

# Relationships

**UCCnet**℠

## UNIVERSAL TRADING COMMUNITY

- Ind.Stds. Compliant, Synchronized Data
- Common Platform
- Multi-Lingual / Currencies
- Open, Voluntary Standards
- Neutrally Operated
- Not-For-Profit Affordability
- Annual Subscription Fees
- No Transactional Fees
- SME support

- Encourages Competition
- Multiple Solution Providers
- Ind.Stds. Application Dev. Req.
- Global Industries/Standards (e.g., GTIN: Global Trade ID Number)
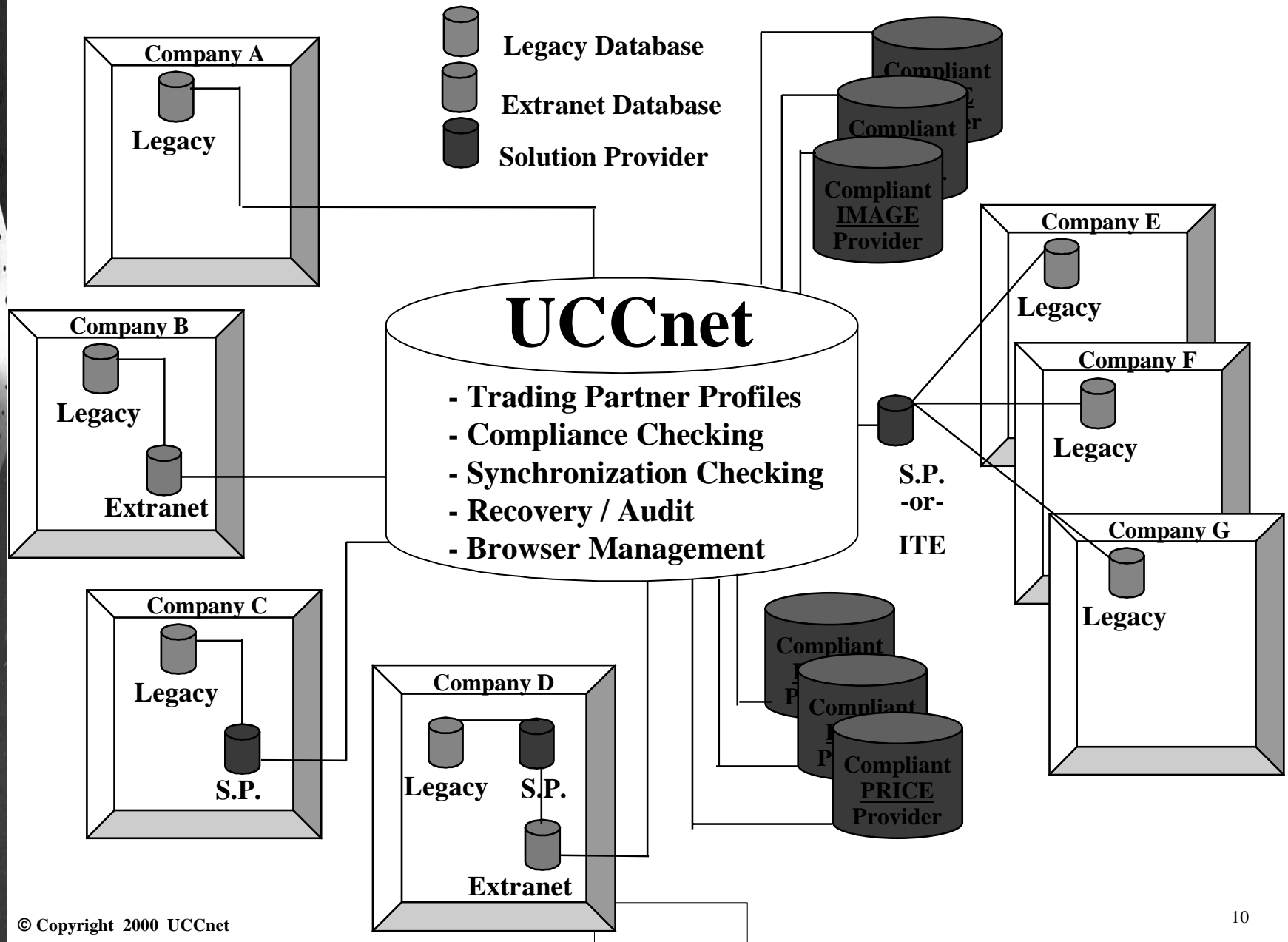
**COMPLIANT INDEPENDENT TRADE EXCHANGES**

- Supply Chain Linkage
- Single Industry Focus
- Driven by large companies
- Driven by demand-side
- Proprietary Consortium
- Goal Often For-Profit (IPO+)
- Single Solution Provider
- Single (?) Business Process
- Use Industry Standards

**COMPLIANT SOLUTION PROVIDERS**

- Data Services
- Applications
- Content
- Connectivity

**COMPLIANT TRADING PARTNERS**

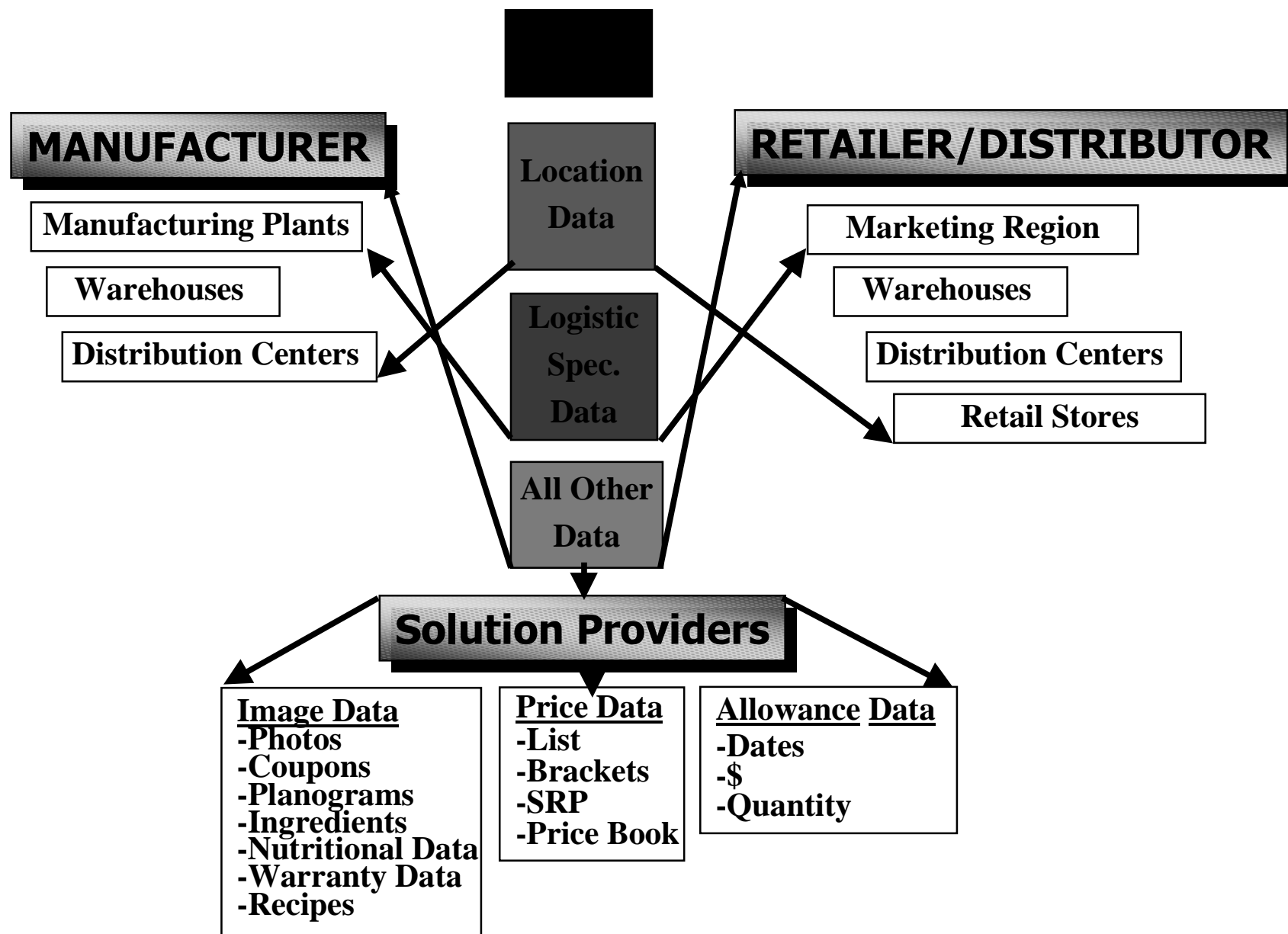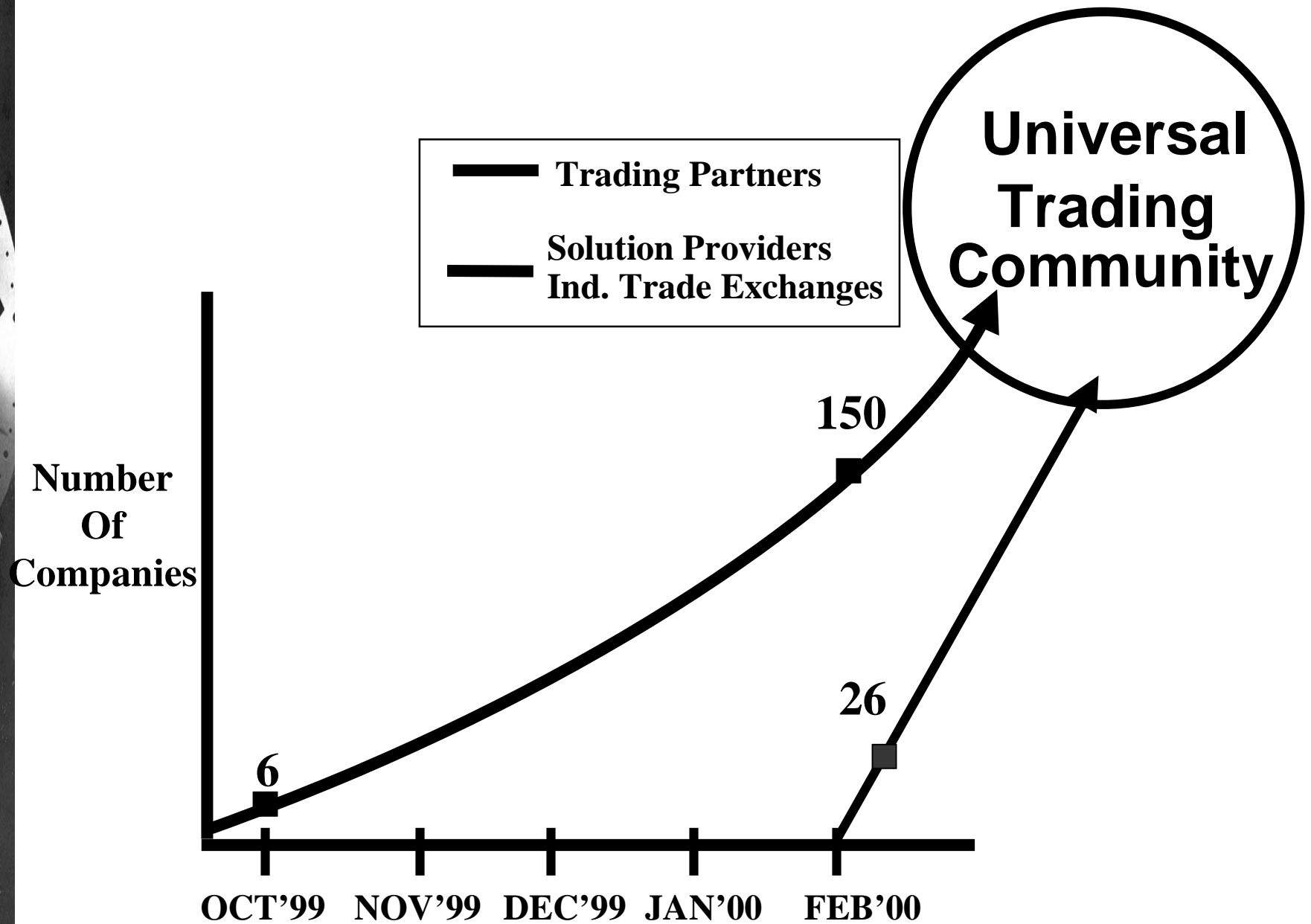- Manufacturers
- Retailers
- Distributors

**Non-Compliant Trading Partners**

**Non-Compliant Solution Providers**

**Non-Compliant Independent Trade Exchanges**

# The Directory Of Connectivity

UCCnet℠

**Company A**
Legacy

Legacy Database

Extranet Database

Solution Provider

Compliant
Compliant
Compliant
**IMAGE Provider**

**Company E**
Legacy

**Company B**
Legacy
Extranet

# UCCnet

- **Trading Partner Profiles**
- **Compliance Checking**
- **Synchronization Checking**
- **Recovery / Audit**
- **Browser Management**

S.P.
-or-
ITE

**Company F**
Legacy

**Company G**
Legacy

**Company C**
Legacy
S.P.

**Company D**
Legacy    S.P.
Extranet

Compliant
Compliant
Compliant
**PRICE Provider**

**MANUFACTURER**

Manufacturing Plants

Warehouses

Distribution Centers

**Location Data**

**Logistic Spec. Data**

**All Other Data**

**RETAILER/DISTRIBUTOR**

Marketing Region

Warehouses

Distribution Centers

Retail Stores

**Solution Providers**

**Image Data**
-Photos
-Coupons
-Planograms
-Ingredients
-Nutritional Data
-Warranty Data
-Recipes

**Price Data**
-List
-Brackets
-SRP
-Price Book

**Allowance Data**
-Dates
-$
-Quantity

# Companies "Signed-Up"

**Trading Partners**

**Solution Providers
Ind. Trade Exchanges**

**Universal
Trading
Community**

Number
Of
Companies

150

26

6

OCT'99   NOV'99   DEC'99   JAN'00   FEB'00

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# Participating Companies

**95 Companies**

60 Manufacturers

**29 Retail/Food Service Distributors**

**6  Associations**

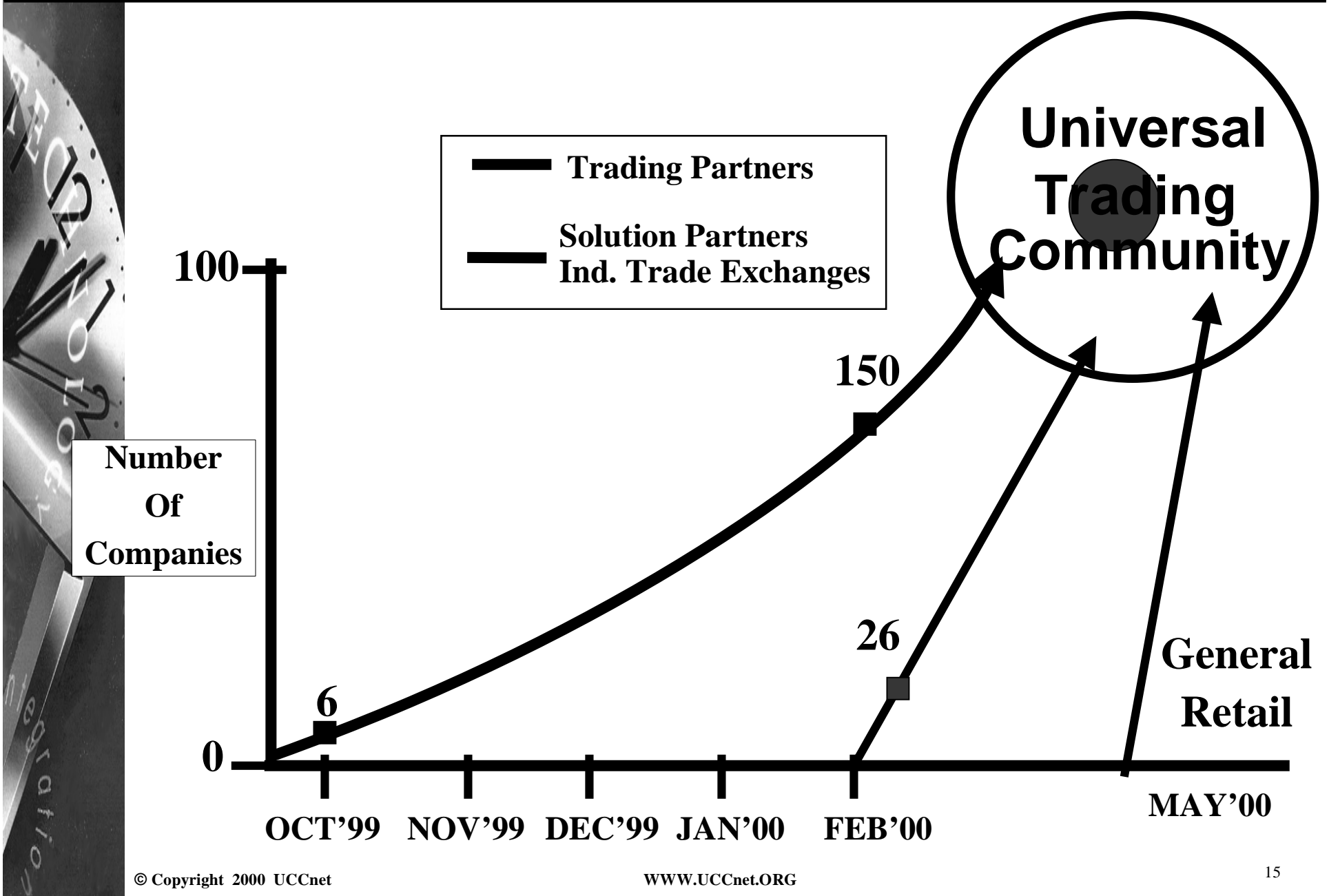**Ahold USA Inc.**                    Gibson Greetings                    N

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UCCnet SM
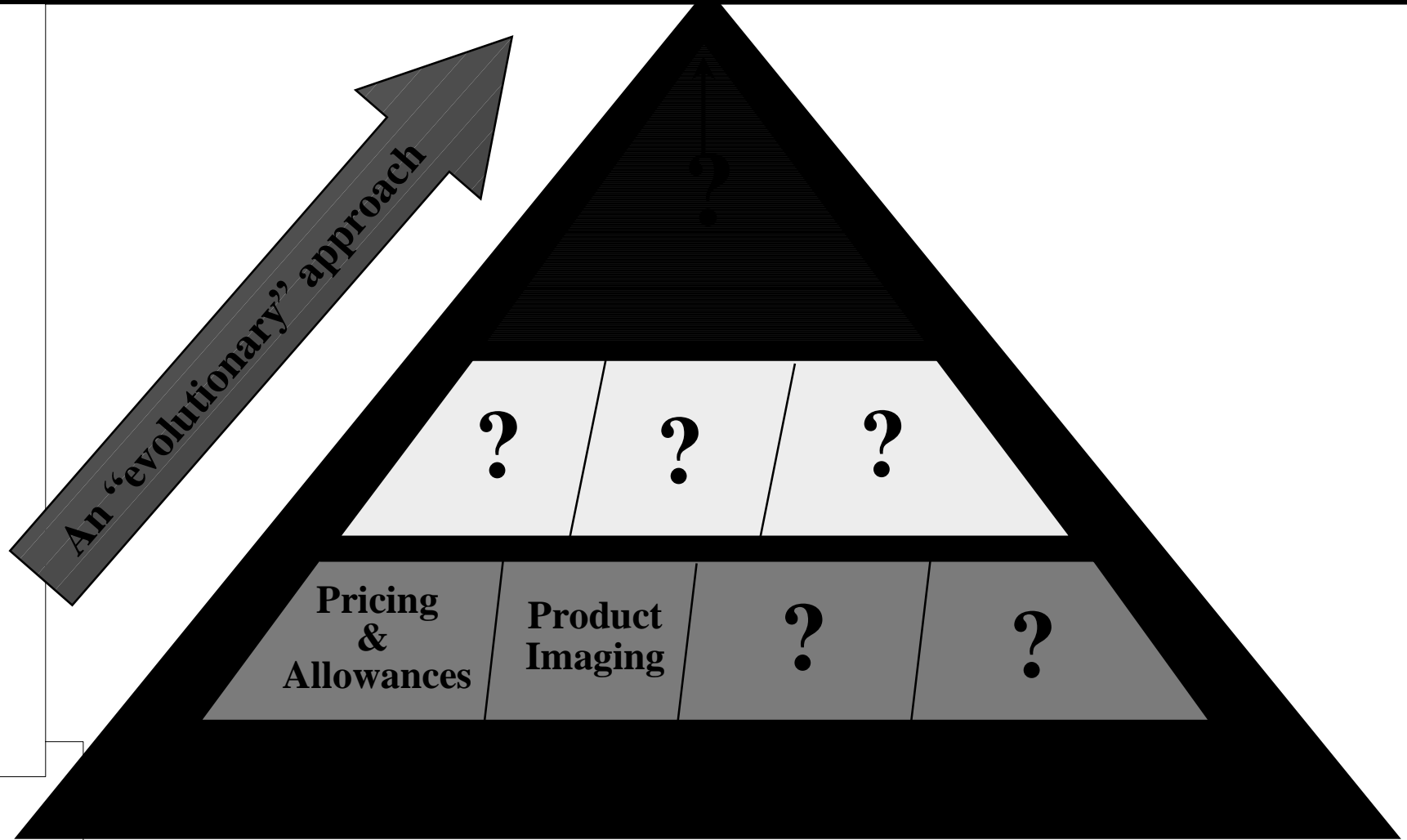
- **GIAG/GEAG**
  - —**Over two hundred people, 95 companies, have participated in the requirements definition for new product functionality.**
  - —**Price and Image First.**

- **Letters of Intent**
  - —**Over 150 firms representing over $500 billion in annual revenue**

- **Solution Partners**
  - —**Two hundred solution providers attended our summit in Dallas on Jan. 31**

# Companies "Signed-Up"

UCCnet℠



**Number Of Companies**

- Trading Partners
- Solution Partners
  Ind. Trade Exchanges

**Universal Trading Community**

100

150

26

6

0

General Retail

OCT'99    NOV'99    DEC'99    JAN'00    FEB'00

MAY'00

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# General Retail Development

UCCnet℠

An "evolutionary" approach

?

? ? ?

| Pricing & Allowances | Product Imaging | ? | ? |

**Product Life Cycle: UCCnet Foundational Services**

| New Item Introduction | Item Maintenance | Authorization De-Authorization | Delisting | Item Search | Complete 7/00 |

**TECHNICAL INFRASTRUCTURE**

UCCnet<sup>SM</sup>

- **Not-For-Profit Cost Recovery Model**

- **Subscription Rate (vs. cost per transaction)**

- **Based on company size and number of users-Encourages small/medium enterprises and large enterprises.**

- **Modular pricing based on additional functionality**

- **High value of service in relation to cost…**

  **(10 X Value to Cost Ratio)**

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